Automotive News

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New transaxle redesigned by Chrysler

Clutch failure tied to seal rings

By Mary Connelly
AUTOMOTIVE NEWS STAFF REPORTER
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HIGHLAND PARK, Mich. — Chrysler Motors has had to replace its new four-speed electronic transaxle in an estimated 5,000 vehicles, representing three percent of retail deliveries of the vehicles equipped with the transaxle, and is completing tests to correct a design defect in the highly touted transmission.

Affected vehicles are those ordered with a V-6 engine and equipped with the A604 four-speed transaxle as standard or optional. The vehicles include Plymouth Grand Voyager, Dodge Grand Caravan, Plymouth Voyager LE, Dodge Caravan LE, Chrysler New Yorker and Dodge Dynasty.

A design defect in the transaxle that was introduced on 1989 models has caused internal fluid leakage leading to clutch failure. Chrysler said the failures "appear to be more frequent with lower mileage vehicles — less than 5,000 miles."

Chrysler said an estimated 150,000 A604 units have been retailed since production began in midsummer at the company's transmission plant in Kokomo, Ind.

A production change in the logic of the transmission's electronic controller was completed in December. That change instructs the transaxle to avoid the clutch drag condition associated with the fluid leakage by maintaining third gear until the transmission is able to complete the shift to fourth gear.

In addition, Chrysler is currently testing a design change in the transmission's seal rings to prevent the fluid leakage.

"A design change in the seal rings to prevent fluid leakage already has been completed and testing is underway," a Chrysler spokesman said. "Testing will be completed in a matter of weeks and the production fix should be implemented a couple of weeks thereafter."

Chrysler has delayed the launch of the Plymouth Acclaim LX sedan until the design change has been implemented. The Acclaim LX carries the A604 as standard equipment and is a top-of-the-line model in Chrysler's new line of A-body family sedans launched this year.

Although national advertising for the LX has already broken, Chrysler said last week that the launch — which was initially scheduled in January — is now expected in March.

In addition, the companion Dodge Spirit ES, which went into production last week, cannot be

see CHRYSLER, page 43

HIDDEN IMAGE/HANS G. LEHMANN

Grettenberger: Proposed LSS model could do battle with the Lexus and Infiniti

Cadillac watches Japanese

Will offer import fighters if Lexus, Infiniti score

By Michelle Krebs
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — Cadillac is prepared to introduce one or two models aimed directly at the Japanese luxury makes if those new lines prove successful.

Cadillac General Manager John Grettenberger said if a marked shift of customers to Toyota's Lexus and Nissan's Infiniti occurs, the General Motors' flagship division could launch a model or two that would compete head-on with the luxury imports that debut next fall.

"If they draw people who are currently willing to pay $27,000 to $28,000 for what they consider to be a car that meets their needs and if they get them to move that dramatically, we'd be crazy not to come out there, as we certainly could, with a couple of competing entries of our own," Grettenberger said.

He added that the corporation has not blessed such a strategy for Cadillac but, in the meantime, the division is laying the groundwork.

The Cadillac import fighters, Grettenberger said, would be models "with an entirely different appeal to a different type of luxury car buyer."

He said: "There are people we're not reaching today as sufficiently as I would like. I believe the luxury car imports from Japan as well as Europe have a place in the market, and there are a lot of people who have been going to those cars because the domestic makes — Lincoln and Cadillac — just don't offer them what they really want. So we're looking very seriously at a program that would bring us a new type of Cadillac."

Grettenberger said the proposed LSS model could do battle with the Lexus and Infiniti. The LSS, short for Luxury Sport Sedan, is likely to be powered by the GM-Lotus-developed North Star engine. The engine is a 32-valve V-8 with a double-overhead cam on each cylinder bank. Both Lexus and Infiniti will be fitting their large sedans with such high-powered V-8s. Spy photographs have shown the aerodynamic design of the LSS differs significantly from Cadillacs now being built.

Still categorized as a project, the LSS has not received official corporate approval to go into production, Grettenberger said. However, GM sources say approval is expected within six months. The earliest it could be brought to market is 1992.

"I love it. It's a great project," Grettenberger said. "And the business case is getting better and better as we go along. It will definitely be a different type of Cadillac, if it comes to pass, than we've ever seen before. It will appeal to a different segment of the market and will broaden our base, giving us some opportunity to reach those people who are going to expensive luxury imports."

In addition, Grettenberger said Cadillac is considering adding a model that would go head-to-head with the BMW 735.

"We do not offer right now a car that can

see CADILLAC, page 43

Bricklin plan: ownership of 1,000 deals

By Charles M. Thomas
AUTOMOTIVE NEWS STAFF REPORTER

Malcolm Bricklin this week will till his favorite fertile ground — the National Automobile Dealers Association convention — this time with a plan to create the first national dealership chain comprised of 1,000 points.

The master deal maker, who brought Subaru and Yugo to America, has apparently won the confidence of Wall Street for his $2 billion undertaking.

The linchpin for the chain of dealerships is a "closing booth" — a mystical room that combines a pinch of hocus-pocus with a splash of Disneyesque imagineering to create an atmosphere where customers will have oodles of fun then spend $14,000 or thereabout on a new car.

Bricklin Motors, a Delaware corporation with headquarters either in Denver or New York (the site has yet to be determined), will acquire 80-percent positions in 10 megadealerships in various metropolitan markets by year-end, Malcolm Bricklin said in a telephone interview.

Under Bricklin's scenario, each dealer will retain a 20-percent stake in his dealership and purchase 2 to 4 percent of Bricklin Motors with a small portion of the dealer's proceeds from the sale of his dealership to the Bricklin holding company.

According to Bricklin's financial people, the initial 10 dealers will convene at a round table — a sort of automotive Camelot — with equal responsibility for managing Bricklin Motors and acquiring dealerships in their zones until there are 1,000 by Year 3.

But Malcolm Bricklin, who is chairman of Bricklin Motors and who will retain controlling interest of the company, pledges without a trace of humility to own the 1,000 dealerships by the end of 1989.

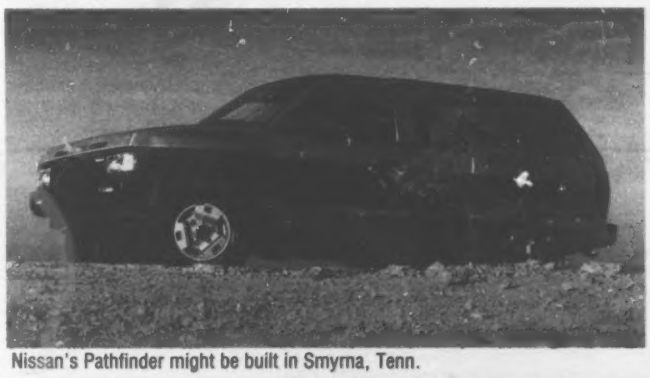
He said that although Bricklin Motors will acquire only profitable dealerships brought to it by the round-table dealers, individual round-table members can purchase failing dealerships on their own, turn them around then sell them to the holding company.

Charles A. Ramos, president of New York-based investment banking firm Printon Kane Capital Corp., is financial advisor for Bricklin Motors. He said banks will provide bridge financing for the first few acquisitions. High-yield or junk bonds will be sold to pay off the debt. The banks will then continue the line of credit.

The holding company would float junk bonds when it accumulated a number of dealerships so the aggregate size is sufficient to go into the junk bond market.

No registration statements have yet been filed with

see BRICKLIN, page 45



Nissan's Pathfinder might be built in Smyrna, Tenn.

Nissan may produce Pathfinder in U.S. if 25% tariff is upheld

By Mary Ann Maskery
AUTOMOTIVE NEWS STAFF REPORTER

TOKYO — Nissan Motor Co. will consider building its Pathfinder sport-utility vehicle in the United States if a U.S. Customs decision to levy a 25 percent duty on multipurpose vehicles is upheld.

Nissan President Yutaka Kume, in answer to questions on alternatives to the tariff, said local production at the company's Tennessee assembly plant was a possibility.

Last year, Nissan sold 29,614 Pathfinders as cars in the United States. If the recent Customs determination is allowed to stand, multipurpose vehicles like the Pathfinder, which are certified to truck safety and emission standards, would be affected by a 25 percent duty on imported trucks.

see TARIFF, page 44

ADA Convention Preview Extra

BEST COPY AVAILABLE

Perkins in line for Chevy chief

By Michelle Krebs and Dutch Mandel
AUTOMOTIVE NEWS STAFF REPORTERS

DETROIT — General Motors announced Friday that the chief of Toyota's newly created luxury division would join Chevrolet as the heir apparent for the division's top job.

J.C. "Jim" Perkins, who most recently was senior vice president of Lexus Division, was named to the newly-created position of assistant general manager. The move positions him to succeed Robert D. Burger, who must retire by July when he turns 65.

Perkins, who resigned Friday from Toyota, reports directly to Burger. His new job is effective immediately.

While it is true that Perkins enjoyed a 24-year career at GM, the fact he is coming from a four-year stint at Toyota Motor Sales U.S.A. brands him as an outsider and sends a clear message that it is not business as usual in terms of the lines of succession at GM.

It also shows Chevrolet means business in battling the imports by hiring on a senior member of Japan's General Motors.

Perkins

Burger will leave Chevrolet with GM's top-volume division trailing Ford Division in sales for an unprecedented two years running. Burger said it is unlikely Chevy will surpass Ford in 1989.

Born in Waco, Texas, the 53-year-old Perkins spent his formative years in the central Texas city.

Perkins joined Chevrolet in 1960 and continued with the division for 22 years, including a short stint on the corporate marketing staff as well as two years as Buick's general sales manager.

In 1984, Perkins left Detroit for Toyota. He was named a group vice president of sales, marketing distribution and planning for Toyota.

Perkins was named to head the Lexus division last May reporting directly to Robert McCurry, Toyota's executive vice president, sales and operations.

Financial problems plague maker of Vixen motor home

Vixen looks for help

Motor home maker seeks sale or merger

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

Vixen Motor Co. of Pontiac, Mich., is skating on thin financial ice again and is looking for a suitor that will pull it to safety.

The company officially shut down its operations as of today and is devoting all its energies to fnding a merger partner or a buyer.

It has been steadily trimming its production and workforce for a month, according to Al Dryer, Vixen president.

In September, Vixen employed nearly 100 people. Its employee count was down to 30 last week and, as of today, it has a skeleton staff of only 13, Dryer said.

Officials said they have talked to several interested parties.

Robert Gillow, Vixen chairman and owner of Action Oldsmobile in Livonia, Mich., characterized the talks as "very serious negotiations."

However, there doesn't appear to be an imminent deal.

Industry sources named Fleetwood, Thor Industries and Coachmen Industries as likely suitors. None has a small motor home in Vixen's size category.

Fleetwood, however, hasn't made an acquisition in a long time. Thor was built from acquisitions. Coachmen has been working on a small motor home for a long time, but apparently without too much success because no one has ever seen it.

Vixen has about 90 days to find a buyer, according to Gillow. After that, it will have to find a new infusion of cash to resume production.

"If someone with expressed interest who was working toward that interest" were found, the deadline could be delayed, Gillow said.

He said the state of Michigan pension fund and the Detroit Police and Firemen's Fund, which own about 71 percent of the company, have been "very supportive in wanting the company to continue."

"They've indicated they would help in any way possible" to ensure Vixen's continued operation, Gillow said.

He added that no matter what deal might be struck, the two investors will lose a substantial portion of their investment.

Vixen is healthier than it was a year ago. Under a reorganization plan last year, it basically converted all outstanding debt, including that of former suppliers, into equity. It currently owes only $2.5 million of new money supplied by the Michigan and Detroit pension funds, Dryer said.

The city of Pontiac also still owns the land and building in which it is operating, worth about $6 million.

Dryer said the company met its sales and financial targets in September, churning out its first profitable month. With the onset of winter, however, its retail sales dried up.

"We've exhausted the majority of our working capital to keep the operation running. We thought that, rather than starting up again, we should focus on a merger and sale," Dryer said.

In its search for a buyer, the company has enlisted the aid of Jim McTevia & Associates of Detroit, a firm specializing in mergers and acquisitions.

Court fight looms on 25% MPV tariff

By Geoff Sundstrom
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — A court battle over the classification of multipurpose vehicles seems assured regardless of how the Treasury Department rules on the issue.

Top representatives of domestic manufacturers and import dealers made that clear last week as Treasury announced that a final decision on whether to classify multipurpose vehicles as cars or trucks may not be made for several weeks.

The uproar stems from a U.S. Customs Service ruling that defines multipurpose vehicles (vans and sport-utilities) as light trucks, making them subject to a 25 percent import duty. The Treasury Department has suspended that ruling temporarily.

The domestic industry presented its position in a letter to Treasury Secretary Nicholas Brady. It was signed by General Motors Chairman Roger Smith, Ford Motor Co. Chairman Donald Petersen, Chrysler Corp. Chairman Lee Iacocca and Motor Vehicle Manufacturers Association President Thomas Hanna.

They wrote, "If the U.S. Customs Service ruling is reversed or substantially revised, we believe it will cause substantial harm to the U.S. motor vehicle industry, deprive the U.S. Treasury of several hundred million dollars in anticipated tariff revenues and unleash a long battle in the courts and Congress to restore a clear and consistent rule."

Robert McElwaine, president of the American International Automobile Dealers Association, said the import auto industry would also go to court to fight an unfavorable decision. He hinted that foreign governments may appeal an adverse ruling to the General Agreement on Tariffs and Trade, an international trade panel of which the United States and most other industrial nations are members.

The West German, British and Japanese governments have expressed their dissatisfaction with the ruling to the Bush administration, sources said.

Although a court appeal would put the final outcome of the controversy in doubt for some time, the edge would still go to the domestic automakers because Treasury has thus far required importers to post a bond to cover the 25 percent tariff.

A spokesman for Range Rover of North America said the bond requirement would probably result in a price hike since "we cannot price our vehicles in the expectation that we will not have to pay the duty."

Following meetings with Treasury officials last Monday and Tuesday, both import and domestic manufacturer representatives claimed progress in advancing their cases.

Domestic manufacturers and the UAW asked Treasury to stand by the Jan. 4 Customs Sevice ruling. Import manufacturers, the American International Automobile Dealers Association and the National Automobile Dealers Association asked that the decision be overturned so that classification rests on "the condition of the vehicle as imported."

That would mean that multipurpose vehicles could be classified as either cars or trucks, depending on how they are equipped when they enter the United States.

At least some dealers disagree with the position adopted by NADA, however.

Speaking on behalf of the Chrysler-Plymouth Council of Washington State, Jack H. Childress said last week he had been asked by his members to announce that "NADA does not represent all dealers on this issue."

Childress said the Chrysler dealers of Washington are "100 percent behind Lee Iacocca on the classification of multipurpose vehicles and I would estimate that 50 percent of the dealers in my state support the domestic manufacturers' position."

Robert McCurry, executive vice president of Toyota Motor Sales U.S.A., faulted the Customs decision last week in a prepared statement.

He said, "It was issued without warning, without observing normal customs procedures, during a congressional recess and between two presidential administrations. Government rulings of this sort should not be issued in the dead of night. Fairness and the American way re-

see MPV, page 44

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4 Pepe dealerships back on auction block

By Jim Henry
AUTOMOTIVE NEWS STAFF REPORTER

CAMDEN, N.J. — Four of 10 Pepe dealerships are on the auction block again, as two of the buyers in an earlier U.S. Bankruptcy Court auction failed in their bids.

The dealerships, owned by Richard T. Pepe and his wife, Virginia, were initially auctioned last October.

The chain, one of the state's largest dealership groups, filed for Chapter 11 protection from creditors last August, citing $54 million in assets against more than $50 million in liabilities, including about $26.9 million owed to General Motors Acceptance Corp.

The Pepes admitted in documents submitted to the court that the dealership group grew too big too fast in 1987 and 1988. They opened seven dealerships with 18 franchises in only 14 months, at a cost of more than $22 million.

The Pepe dealerships and real estate fetched more than $30 million in less than two hours of bidding, but the bids were subject to the approval of the court and of the respective franchisors.

One of the high bidders — partners Richard Catena and Richard Rediker, withdrew their bid, while the other, Bergen County dealer William Perretti Sr. was rejected.

As a result, the four dealerships are back on the auction block with a second auction scheduled for Feb. 3.

The dealerships up for sale are Pepe Lincoln-Mercury-Sterling-Merkur in Millville, N.J.; Pepe Toyota, which is on the same property as the Lincoln-Mercury outlet; Pepe Oldsmobile-Pontiac-GMC Truck in Millville; and Pepe Nissan-Yugo in Vineland, N.J.

Perretti had been the high bidder for Pepe Toyota and Pepe Lincoln-Mercury, with a bid of $10 million; and for Pepe Nissan-Yugo, for $1.7 million. He had also bid unsuccessfully for Pepe Oldsmobile-Pontiac-GMC Truck.

However, attorneys for both sides said Nissan, Toyota and Lincoln-Mercury turned down Perretti's bids, reportedly because of a civil complaint that state Attorney General W. Cary Edwards filed against Perretti alleging consumer fraud.

That suit, according to the attorney general's office, seeks to revoke Perretti's license to do business, claiming that used cars at two of his dealerships, Paramus Chrysler-Plymouth and Wild Bill's Paramus Dodge, lacked required documentation and that salesmen allegedly misrepresented used cars as "executive cars" driven only by Chrysler executives.

The attorney general's office said that Perretti has also signed several consent agreements with the state concerning advertising practices.

Catena and Rediker, who have Chevrolet, Honda and Acura franchises in New Jersey, were the high bidders for the Olds-Pontiac-GMC Truck dealership, at $1.9 million.

However, that bid was withdrawn. Catena confirmed the withdrawal, but would not elaborate.

One of the bidders in the first auction, Sam DiFeo Jr., said last week he would consider bidding on the dealerships at the upcoming auction.

The DiFeo Automotive Group has some 25 franchises, including Mitsubishi, Hyundai, Isuzu, Oldsmobile, Pontiac, Ford, Buick, Subaru, Toyota, Mazda, Sterling and Volkswagen in Jersey City.

LEGAL BRIEFS

New York governor signs car renter's bill of rights

ALBANY, N.Y. — Gov. Mario Cuomo has signed into law what amounts to a car renter's bill of rights. It prohibits the sale of collision-damage waivers by car rental companies doing business in New York state.

The Fair Practices Act for Car Renters limits a renter's liability for most damage to no more than $100.

"The bill's detailed consumer protections and its mandatory insurance coverage make this legislation unlike any other law of its type in the country," said Cuomo.

The new law takes effect April 1.

The legislation is a result of public hearings and a growing number of consumer complaints about the car rental industry, particularly collision-damage waivers.

"In reality, the collision-damage waiver has become little more than a form of bait and switch advertising," said state Attorney General Robert Abrams.

"Consumers are initially told of a low car rental rate, but when they appear at the counter to rent a car, the agent tells them that to avoid potential liability for damage to the car — which can exceed $10,000 — they can purchase, at additional cost, a waiver of this liability," he said.

Abrams said the cost for the insurance-liability waiver has grown to about $10 per day, which generates high profits for the car rental companies. The state insurance department said the real cost of the insurance for the rental car companies can be less than $1 a day.

In recommending that Cuomo sign the bill, Abrams had said its provisions "are important consumer protections in an industry that has presented significant problems all across the country."

Cuomo said, "The question of whether to purchase a collision-damage waiver is very confusing to many consumers, especially in the high-pressure atmosphere of a car rental counter."

Among other things, the bill also makes it illegal for a car rental company in New York to advertise a rental rate that does not include mandatory charges, such as fuel costs and airport access fees.

The rental companies also are prohibited from putting a hold on a customer's credit card for anything more than the actual cost of the rental.

Companies that ignore the law will be subject to fines of at least $500, but not more than $1,000, for each violation.

While the new law will limit a renter's liability for car damage to $100 in most cases, that is not the case when the damage results from irresponsible behavior.

Such behavior includes drunken driving, using the car in "any organized speed racing competition," or having an accident with the vehicle during the commission of a felony.

— The Associated Press

Florida says all fees should be listed in ads

TAMPA, Fla. — In an opinion issued in response to complaints from car buyers, the Florida attorney general said dealers' fees for handling paperwork should be included in the advertised price of a car.

Handling fees run as high as $300 at some dealerships, said Roger Whitley, president of the Tampa New Automobile Dealers Association. He said the fees are charged for typing invoices, changing the title and billing the customer.

"We do not include that in the price. I don't think any dealers around town do," Whitley said. "If you look at the bottom of ads, it says, 'Sales tax, licenses, handling charges additional.' "

Attorney General Bob Butterworth, however, said the costs must be included in the advertised price of the car or truck. He said an advertisement includes stickers on the window and prices written across the windshield of a car.

The only costs the dealer does not have to specify are state and local taxes, registration and title and tag fees — expenses required by the government, not the seller.

While the opinion does not carry the force of law, it serves as a guideline for prosecutors about how the law applies.

Kent Perez, assistant attorney general in the consumer section, said the advertisements come under the state Deceptive and Unfair Trade Practices Act, which carries a fine of up to $5,000 for each violation.

Butterworth issued his opinion after two buyers complained to the state attorney's office in Pensacola's First Judicial Circuit that the advertised price of vehicles they wanted to buy did not match the actual price.

Assistant State Attorney Jerry Allred said that one north Florida customer, for example, found a $99.50 fee tacked onto the $4,995 price of a Chevrolet El Camino truck. The fee was for inspecting and cleaning the car, interest on the loan the dealer took out to buy the vehicle for resale and for processing paperwork.

The dealers argued that their advertisements were truthful because they mentioned there were extra charges without specifying the amount, Allred said.

Allred said his office is sending a copy of Butterworth's opinion to all the dealers in its four-county jurisdiction.

"Any future complaints we'll have to examine . . . on a case-by-case basis," he said.

Meanwhile, the Tampa car dealers' group is considering a code of ethics for automobile advertising that would require the organization's members to add the handling fee to the advertised price of the vehicle.

— The Associated Press

Colorado prohibits heavily tinted glass

DENVER — A new Colorado law banning tinted windows in motor vehicles that allow less than 27 percent of light through them went into effect Jan. 1.

According to the law, front windshields must allow 70 percent light transmittance.

Darker tints can be used on the rear window and the rear side windows, but in such cases the front side windows must allow 70 percent light transmittance.

Violators face a $50 fine.

The Colorado State Patrol plans to enforce the new law like any other traffic violation, said Trooper Mark Anello. Cars may be pulled over if the tint is believed to be too dark, and troopers will carry a demonstration card that is a bit darker than the allowed tint to use as a gauge, he said.

The law's sponsor, Rep. Dick Bond, D-Greeley, said there are two reasons the law is necessary. The main one is that a motorist needs to see other drivers for safety reasons, he said.

The other is the protection of police who may not be able to see a car's occupants through the tinted glass when they approach the car.

— The Associated Press

SIZE CLASS SHARES, 1988

	Total Sales	Pct. of Total
SUBCOMPACT	2,503,582	23.64
COMPACT	2,755,112	26.01
INTERMEDIATE	3,725,413	35.18
STANDARD	1,404,496	13.26
SPECIALITY	202,523	1.91
TOTAL	10,591,126	100.00

IMPORT SALES BY MODEL

	Dec. 1988	Dec. 1987	12 Mos., 1988	12 Mos., 1987
ACURA	9,830	10,439	128,238	109,470
Integra	3,804	4,597	57,468	54,757
Legend	6,026	5,842	70,770	54,713
ALFA ROMEO	359	432	4,476	6,300
Milano	249	264	2,325	2,903
Spider	110	168	2,151	3,397
AUDI	1,306	1,836	22,943	41,322
4000S	2	58	218	9,043
4000CS Quattro	0	40	77	2,929
5000S	54	504	5,333	17,356
5000CS Turbo	11	131	308	3,604
5000CS Turbo Quattro	7	380	1,017	5,082
80	319	256	5,702	550
90	397	366	6,106	768
100/200	366	0	2,429	0
100/200 Quattro	144	0	877	0
Coupe GT	6	101	278	1,930
BMW	7,169	6,744	73,359	87,839
3 Series	3,381	4,410	36,672	57,772
5 Series	2,264	957	18,628	15,983
635CSI	119	49	1,863	1,944
7-Series	1,119	1,062	13,308	10,028
M3	110	203	1,675	1,121
M5	68	33	547	403
M6	108	30	666	588
CHEVROLET	9,012	11,616	116,435	137,211
Spectrum	5,255	5,538	68,347	76,852
Sprint	3,757	6,078	48,088	60,359
CHRYSLER MOTORS	8,988	8,649	128,512	0
Colt	4,919	5,092	79,885	79,367
Conquest	492	599	9,873	11,590
Medallion	767	1,847	14,712	13,991
Summit	1,525	0	4,603	0
Vista	1,285	1,355	19,439	29,380
DAIHATSU	823	0	11,460	0
FORD Festiva	5,738	3,712	69,167	28,750
HONDA	33,008	40,496	265,122	312,218
Civic/CRX	7,933	17,479	97,962	134,719
Accord	19,646	11,969	114,619	104,791
Prelude	5,429	11,049	52,541	72,708
HYUNDAI	21,352	19,345	264,282	263,610
ISUZU	1,522	3,790	24,520	39,587
I-Mark	1,295	3,239	17,310	32,300
Impulse	227	551	7,210	7,287
JAGUAR	2,040	2,848	20,727	22,919
XJ6	1,629	2,353	15,944	17,539
XJS	411	495	4,783	5,380
MASERATI	17	90	733	932
MAZDA	17,668	18,649	224,719	205,254
323	6,610	6,961	90,822	76,212
626	4,483	5,044	66,354	74,439
MX-6	231	1,970	8,931	10,445
929	1,724	2,232	25,981	6,913
RX-7	2,016	2,442	27,814	38,345
MPV	2,604	0	5,717	0
MERCEDES BENZ	6,647	7,762	83,727	89,918
190	1,161	1,274	16,740	17,545
260E	427	556	6,370	6,160
300	1,530	2,032	21,165	23,456
300 SE	734	0	5,331	0
300SDL Turbo	0	117	90	6,035
300SEL	329	573	4,826	906
420SEL	678	1,136	8,500	14,945
560SEL	636	698	5,829	6,346
560SL	828	1,139	11,844	11,825
560SEC	166	202	1,652	1,785
Tourist	158	27	1,380	915
MERKUR	782	636	15,261	14,301
XR4TI	333	400	5,745	9,123
Scorpio	449	236	9,516	5,178
MITSUBISHI	5,483	5,185	69,975	67,954
Starion	154	257	3,016	5,084
Cordia	410	506	5,919	4,499
Tredia	2	160	477	4,972
Mirage	722	1,593	11,997	15,185
Galant	1,748	763	20,625	10,856
Precis	2,197	1,454	21,613	20,658
Van/Wagon	250	432	6,328	6,700
NISSAN	31,183	29,664	360,745	409,476
Sentra	10,820	10,343	137,398	116,266
Pulsar	1,211	2,992	44,317	61,765
Stanza	2,310	5,220	46,638	67,604
Maxima	8,772	5,957	74,451	93,269
200SX/240SX	4,617	1,234	31,900	30,085
300ZX	995	2,032	19,357	33,566
Hawaii	2,458	1,886	6,684	6,921
PEUGEOT	492	954	3,704	9,422
PONTIAC LeMans	6,501	2,910	64,037	35,564
PORSCHE	1,227	1,281	15,737	23,632
924S	128	105	2,321	2,975
944	337	319	3,722	6,336
944S	87	39	544	1,876
944 Turbo	213	105	1,880	2,598
911 Coupe	152	304	2,962	4,157
911 Turbo	77	103	1,104	1,541
911 Cabriolet	87	150	1,777	2,192
928S	148	156	1,427	1,967
SAAB	2,700	3,103	38,400	45,100
900	453	627	6,593	9,831
900S	604	858	9,962	14,357
900 Turbo	653	748	9,331	9,120
9000S	251	274	3,596	3,715
9000 Turbo	724	573	8,262	7,341
Tourist	15	23	726	741
STERLING	382	911	8,822	14,171
SUBARU	12,747	15,324	285,944	175,864
Hatchback	326	809	5,327	8,377
3-Door	636	1,159	9,105	14,541
4-Door Sedan	3,758	2,564	34,389	39,397
XT	809	1,160	14,077	17,901
Station Wagon	4,701	7,630	65,733	82,408
Justy	2,517	2,002	27,313	13,240
SUZUKI	280	0	524	0
TOYOTA	57,007	72,679	616,529	583,809
Corolla	15,425	18,807	159,040	119,447
Tercel	11,867	11,142	104,655	100,590
Celica	4,935	7,156	66,331	79,333
Supra	1,431	2,619	19,596	29,907
Camry	18,415	23,447	212,423	186,633
Cressida	2,200	1,944	14,195	21,968
Land Cruiser	447	810	6,024	5,008
Van	416	918	5,341	12,892
4Runner SR 5	1,493	1,458	20,880	3,635
MR2	378	1,215	8,044	15,847
Hawaii	0	3,163	0	8,549
VOLKSWAGEN	10,115	11,662	143,861	130,641
Cabriolet	569	345	12,791	13,563
Jetta	3,508	4,864	51,036	52,553
Golf/GTI	1,584	0	10,901	0
Vanagon	424	718	5,416	10,656
Quantum	202	304	3,031	6,722
Scirocco	264	326	3,754	6,971
Fox	3,564	4,905	56,932	40,176
VOLVO	5,604	4,010	98,497	106,539
240 Series	2,426	1,611	41,837	49,107
740 Series	2,629	1,726	42,642	41,360
760 Series	485	560	11,686	14,109
780	51	45	1,681	511
Tourist	13	66	649	1,452
YUGO	1,531	2,840	31,546	48,814
IMPORT TOTAL	261,313	287,811	3,065,992	3,144,048

*Volkswagen has reported sales of U.S.-built Golf and GTI models as imports after June 30, 1988.

Compiled by Ward's Automotive

SERVICE MANAGEMENT

New training center to help Jaguar play catch up

By Lindsay Chappell
AUTOMOTIVE NEWS STAFF REPORTER

A spate of new automotive technology combined with a force of unprepared technicians has prodded Jaguar Cars to step up its U.S. service training efforts.

The British carmaker has opened the first of three planned regional technical training centers in Atlanta in an effort to rapidly expand and improve its service network.

Jaguar officials said the new facility is sorely needed and will effectively double its annual service training program.

The center will provide Jaguar dealers with 45 weeks of additional training classes a year. Two concurrent week-long classes of eight technicians each will be conducted 45 weeks of the year.

"Sales have increased very rapidly for us since 1980, and now we need to accelerate our training program very, very quickly," said Michael H. Dale, senior vice president, sales and marketing. "Obviously, we weren't doing enough training before. Now we're playing catch up. We have a lot to do."

Jaguar will recommend Sun MCA 3000 to dealers for their service departments

Until now, all service training was conducted at the company's Leonia, N.J., headquarters, and in the Jaguar Western zone office in Brisbane, Calif. The expansion plans call for a larger West Coast center to be opened in April near Los Angeles, replacing the Brisbane facility, and for a third center to open early next year at the new corporate headquarters now under construction in Mahwah, N.J.

"We are doubling our training effort with this facility," Dale said. "It will mean that we can take every single technician in the Jaguar network and train him for an extra week every year."

Jaguar officials candidly acknowledge that the car's belated but sudden move into on-board computer technology left service personnel around the country in the dark. The appearance of a new on-board eight-computer network in 1988 models came as a shock to many, since prior models contained no computer electronics at all.

The revisions seem to have changed the composition of the technician body because many older service personnel are resisting learning the new technology.

"Very little about the Jaguar has changed over the years. Now, suddenly, it's a very different car," said Bill B. Burris, service training manager for the company. "We're finding that we're losing the older technicians. The technology is going beyond them. When it comes to the black boxes, they're lost, and they're not coming in for training."

To address the problem, training classes in the Jaguar program are making greater use of computerized system analyzers, the increasingly common diagnostic devices that give service personnel readouts on engine and on-board computer functions. New classrooms are equipped with the specially designed Jaguar Diagnostic Systems, and technicians are instructed both in how to read the car's own on-board analysis and how to use the diagnostic equipment to spot errors in the on-board computer readouts.

Training in electronics and introductory technical classes are the two classes requested most frequently by the company's dealers, especially since the car — in Burris' words — "went from '60s technology to '80s technology in two years."

The week-long classes are divided into 30 percent theoretical and 70 percent hands-on training in adjacent shop areas.

"We've put together a curriculum that brings Jaguar up to industry standards," he said. "For instance, we'll be training our people to qualify for the Automotive Service Excellence program for the first time."

Special attention at the new centers was given even to such minor details as "non-disruptive" wallpaper and expensive wood paneling in the center foyers to enhance the prestige of the training program, he said.

The company also recently began recommending that its dealers purchase the $30,000 Sun Computer Analyzer, an IBM-PC-based diagnostic system that allows technicians to analyze more than 3,500 different models of cars and trucks.

A Sun representative said the newly designed system, an MCA 3000 that is capable of communicating 1,000 diagnostic messages, has not yet been adopted by any Jaguar dealers, although two are in use in Jaguar's training centers — one in the Atlanta area and one in New Jersey.

The system will be recommended to dealers as part of a new national equipment program unveiled last week. The list of 16 tool and service machinery suppliers is Jaguar's first national program.

The service program, which will go into effect in early March, will be expanded during the next few months as more equipment is selected, according to Sheila Woolsey, service equipment and literature manager. The company said it did not yet have an estimate of the program's total cost to dealers.

Dale said that changes in Jaguar's U.S. dealer body during the past several years gave a sense of urgency to improving and expanding its training and service support. Half of the company's dealers have changed since 1980, and their number has declined by 40 percent. In the past two years, the remaining 142 dealers have invested more than $200 million in new facilities, according to the company. "There's clearly a sense of change within our operations," Dale said.

Shop volume up for year; month dips

By Wes Raynal
AUTOMOTIVE NEWS STAFF REPORTER

Service and parts volume at new-car dealerships increased for the first 10 months of 1988, but dipped from year-ago figures in October.

In October, overall shop volume fell 0.5 percent from the same month in 1987, according to the Automotive News Service Index. Shop volume for the first 10 months of 1988 was up 3.4 percent.

The number of repair orders written dropped 5.1 percent from the year-ago figure in October and slipped 0.7 percent for the first 10 months of 1988. Still, gross profit for the first 10 months rose 6.8 percent, but fell 2.9 percent in October from the same month a year earlier.

Several dealers attributed the year-to-date increase to the colder weather:

"Our volume normally goes up at this time of year because customers bring their cars in for winterizing, and we tow more broken-down cars at this time of year," said a service manager in the Northwest.

A service manager in the Midwest also attributed his increase to the weather, saying the number of customers needing winterizing prompted him to hire an additional technician to handle the increase in volume.

Labor sales (customer paid and warranty) rose 2.2 percent in October over the same period a year ago, but fell 2.5 percent for the first 10 months of 1988.

SERVICE INDEX
99.5*

	Oct., '88 vs. Oct., '87	10 mos., '88 vs. 10 mos., '87
Gross Profit on All Labor and P&A Sales	−2.9%	+6.8%
Repair Orders Written	−5.1%	−0.7%
Total Labor Sales (Customer & Warranty)	+2.2%	−2.5%
Shop Parts Sales (Customer & Warranty)	+6.1%	+6.7%
Sales of All P&A	−2.8%	+6.6%

* Survey by Automotive News shows that Jaguars' service and parts business in October 1988 was 99.5 percent of business in October 1987. Service business in the first 10 months of 1988 was 103.4 percent of business in the corresponding period in 1987.

Parts sales (customer paid and warranty) rose 6.1 percent in October compared with October 1987, and 6.7 percent for the first 10 months of the year.

Parts sales (including over-the-counter sales and accessories) fell 2.8 percent in October 1988 compared with the year-ago figure. However, those sales grew 6.6 percent for the first 10 months of 1988.

The volume of over-the-counter parts and accessories (not including repair-order sales) declined 8.6 percent in October from the year-ago figure, but rose 6.6 percent for the first 10 months of 1988.

In October's survey, service managers commented on whether manufacturers improved the engine layout on 1989 models.

A service manager in the East said that while accessibility has improved somewhat over previous models, the starter on General Motors' Quad 4 engine is "very inaccessible."

FORD WINS: *Court rules Autolite divestiture did not include trademarks*

By Helen Kahn
SENIOR CORRESPONDENT

WASHINGTON — Ford Motor Co. can continue to use certain of its trademarks — the Ford oval, "speeding car" and "Motorcraft" — because they are not covered by the 1970 consent agreement in which Ford sold its Autolite battery-making division.

The trademark ruling came in Ford Motor Co. vs. Summit Motor Products, a federal district court case in New Jersey.

The litigation started in 1984 when Ford sued Summit Motor Products Corp. of New Brunswick, N.J., and other aftermarket parts makers for infringing and counterfeiting trademarks and copyrights. Ford was countersued by Altran Corp., an aftermarket parts maker based in Deer Park, N.Y.

In the early 1960s, the Justice Department challenged Ford's acquisition of part of Electric Autolite. In 1970, the case was settled by a consent agreement that ordered Ford to divest itself of Autolite.

The question raised in the recent case was whether other names and logos were part of the Autolite operation — and hence could be used by aftermarket distributors — or whether they were Ford's alone.

Altran charged that Ford developed its "speeding car" and made it part of the Autolite trademark before divestiture but had concealed that act from the government and the court. Altran charged that all three trademarks were "improvements, betterments, replacements and additions" to the Autolite trademark and should have been divested by Ford when it sold the division to Bendix Corp.

Judge Nicholas H. Politan ruled that Altran did not have standing to sue because it had not been a party to the agreement ordering divestiture. Even if Altran had standing, it would still have lost its case since the three trademarks in question are not mentioned in the decree, Politan ruled.

The decree does mention the trademark Autolite. For Altran to win its case, it would have had to show that Ford had concealed ownership of the three trademarks for the 18 years before and after the decree, Politan said. In fact, Ford used the "speeding car" with Autolite since 1968 and the Justice Department knew that Ford had used the three trademarks as early as 1971 — one year after the decree.

Rolls-Royce updates painting process

After 15 years without upgrading its painting processes, Rolls-Royce will open a new $18 million paint plant at its Crewe, England, works in July.

The new facility will end the practice of pushing partially prepared bodies outside to make space in the cramped shop.

Bodies-in-white will be transported in a covered overhead conveyor to the new paint plant. A Rolls-Royce spokesman said paint quality "will be to the standard the customer is used to," but will be achieved with fewer worker-hours.

The epoxy primer will be applied in an electro-cathodic tank, which will make the coating more resistant to stone chipping.

SHOP TALK

WES RAYNAL

The shop will switch to an acrylic topcoat that will be used on almost all colors except black, which will still use cellulose.

Undercoating techniques will not be modified, but the wax injection of panels and closed body sections will include all areas.

Mitsubishi cuts prices

Mitsubishi Motor Sales of America has announced price reductions on selected sheet metal and other repair parts for authorized Mitsubishi Motors' vehicles, including Mirage, Galant, Sigma, Van/Wagon, Montero and trucks.

Included parts are disc brakes, clutches, fenders, strut and arm assemblies, mufflers, fuel and air filters, fuel pumps, engine components and electrical components.

December truck sales by manufacturer and segment

		14,000 & LESS GVW CLASS 1-3	14,001-16,000 GVW CLASS 4	16,001-19,500 GVW CLASS 5	19,501-26,000 GVW CLASS 6	26,001-33,000 GVW CLASS 7	33,001 & OVER GVW CLASS 8	DEC. '88 TOTAL	DEC. '87 TOTAL
CHRYSLER-PLYMOUTH	MO	15,280						15,280	13,266
	YR	192,273						192,273	140,799
DODGE	MO	45,579						45,579	46,034
	YR	571,038						571,038	567,329
JEEP	MO	21,912						21,912	21,668
	YR	253,454						253,454	208,449
TOYOTA	MO	19,430						19,430	25,003
	YR	247,077						247,077	303,783
NISSAN	MO	14,309						14,309	15,393
	YR	169,581						169,581	216,514
MAZDA	MO	6,381						6,381	8,438
	YR	93,287						93,287	123,890
ISUZU	MO	8,758						8,758	4,858
	YR	90,405						90,405	89,996
MITSUBISHI	MO	3,302						3,302	4,178
	YR	42,516						42,516	41,865
SUZUKI	MO	3,610						3,610	5,060
	YR	57,054						57,054	81,346
RANGE ROVER	MO	444						444	387
	YR	3,427						3,427	2,598
FORD	MO	105,807	1,442		767	2,469	1,246	111,731	118,842
	YR	1,442,389	19,998		10,933	35,437	14,638	1,523,219	1,451,229
FREIGHTLINER	MO						2,256	2,256	1,957
	YR						24,164	24,164	23,357
CHEVROLET	MO	109,016		77	939	827		110,859	109,105
	YR	1,336,407		249	8,093	9,469	272	1,354,491	1,191,844
GMC	MO	26,343		522	441	1,333		28,639	34,911
	YR	352,999		5,347	11,365	15,372	1,090	386,173	353,016
KENWORTH	MO					93	1,567	1,660	1,587
	YR					904	16,709	17,904	14,227
MACK	MO				231	807	1,954	2,492	2,021
	YR				2,078	7,807	21,846	29,731	23,584
MERCEDES	MO				109	140		249	299
	YR				1,124	1,882		3,006	3,822
NAVISTAR	MO		17	9	1,613	2,454	2,798	6,791	6,474
	YR		273	804	16,142	32,362	33,808	84,389	73,901
PETERBILT	MO					190	1,447	1,637	1,407
	YR					547	16,154	16,701	12,779
VOLVO	MO					134	2,504	2,638	1,267
	YR					1,482	17,099	18,581	12,511
HINO	MO	6		30	32	88		156	222
	YR	6		303	482	1,332		2,123	2,004
NISSAN DIESEL	MO	22		48	20	59		149	169
	YR	64		738	297	943		2,043	1,711
ISUZU TRUCK	MO	535		66	10	36	8	724	639
	YR	4,786		505	131	774	441	6,637	5,666
MITSUBISHI FUSO	MO	238		60	14	45		357	242
	YR	1,624		530	234	613		3,001	1,728
SCANIA	MO						19	19	13
	YR						163	163	149
IVECO TRUCKS	MO	130	62	31	6			229	274
	YR	1,598	705	359	154			2,816	2,729
WESTERN STAR	MO						106	106	136
	YR						1,440	1,440	1,439
OTHER DOMESTICS	MO					35	62	97	45
	YR				32	111	776	919	1,232
BRAND TOTAL	MO	380,900	1,586	737	4,092	9,252	13,979	409,546	411,535
	YR	4,861,007	21,181	8,268	53,598	103,042	148,361	5,195,458	4,962,928
1987 TOTAL		4,674,593	2,129	8,185	44,282	102,583	131,156		

NOTE: 1987 Total includes 1,276 Subarus; December, 1987, includes 0 Subarus.

Another record year

Sales total 5,195,458; all segments up

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

Truck sales, including light, medium and heavy models, totaled a record 5,195,458 during the 1988 calendar year, up 4.69 percent from the previous record of 4,962,928 set in 1987.

All eight segments of the truck market scored sales gains last year, with Class 4 the fastest growing.

Ford's Super Duty model was solely responsible for Class 4's tenfold gain to 21,181 sales for the year.

Light-duty sales in Classes 1-3, including an increasing number of imported commercial vehicles, totaled 4,861,007, up 3.99 percent from 1987.

Class 8 had its best year since 1979 on sales of 148,361, up 13.12 percent from 1987.

Class 6 also had a major gain on sales of 53,599 units, up 21.04 percent from 1987.

Classes 5 and 7 had marginal gains. Class 5 sales of 8,268 units were up moderately from 8,185 a year earlier. Likewise, Class 7 sales of 103,042 were up only slightly from 102,583 in 1987.

Class 7 has been a particular disappointment so far for the many manufacturers who fielded so-called new "Baby 8" models.

Most medium- and heavy-truck manufacturers had gains last year, though Mercedes' medium-duty models continue to be a problem for Freightliner.

Mercedes' 3,006 retail sales were off 21.47 percent from 1987's 3,828 tally.

VW-Toyota pickup built; VW denies cars are near

By Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTER

BRUSSELS, Belgium — A technical cooperation agreement between Volkswagen and Toyota bore fruit this month when the first Toyota-based VW Taro pickup truck was assembled in a VW plant in Hannover, West Germany.

The project is Toyota's first manufacturing venture in Europe, and some observers see it as a possible prelude to joint passenger-car production with VW.

However, earlier this month, VW officials discouraged talk of further cooperation, while Toyota appeared more interested.

The Taro is being launched three years after chairmen Carl Hahn of VW and Eiji Toyoda of Toyota first met to discuss cooperation on a one-ton pickup. The agreement was signed in June 1987 and called for a combined investment of 90 million marks ($50 million).

The VW truck, which debuted at the Brussels Truck Show, is built under license from Toyota and is based on the Toyota Hi-Lux. The Taro won't be sold in the United States.

In 1989, VW will produce about 7,500 two-wheel-drive Taro and Hi-Lux vehicles. Combined output next year is slated to reach 15,000.

"This is the planned ceiling for the next period of time," said Rolf Hartermann, VW sales director for commercial vehicles.

Of the 15,000, about 10,000 will be badged as Taros and sold by VW in Europe. The rest will be marketed as Hi-Lux models by Toyota in Europe.

European content is minimal at the outset but will reach 40 percent by the end of 1989 and rise from there. Hartermann said VW intends to achieve local content of 60 percent to 80 percent. The percentage will be largely governed by the ongoing political debate over whether the minimum level for distribution within the European Community as European-built should be 60 percent or 80 percent.

VW said the venture gives it a new model for a growing European segment in which it had not been represented, and for a moderate investment.

Hartermann said the one-ton pickup was a precise need for VW and that the agreement is not a harbinger of further cooperation.

Last year, sales of one-ton pickups totaled 68,000 in Europe, an increase of 7,000 over 1987, Harterman said. "We think that segment will be 80,000 to 90,000 units within two or three years."

Toyota and VW appeared to have differing views on whether the venture can lead to further cooperation in Europe, where Toyota is weighing its options for setting up a car factory.

"I hope that this project will serve to bring our two companies even closer together as cooperating partners," said Toyota Executive Vice President Tatsuro Toyoda during a speech in Hannover.

In his own remarks, however, Hahn said "I can assure you that any further speculation on our joint venture will remain sheer conjecture."

Meanwhile, Toyota is talking with Renault about possible collaboration on a 4wd vehicle in Colombia, and there have been reports that Renault and Toyota are discussing joint-car production in France.

Toyota and Renault have both denied that a European carmaking venture is in the works.

VW Taro: one-ton pickup

Month's car sales dip again in Canada; trucks advance

By Bill Vance
SPECIAL CORRESPONDENT

TORONTO — Canada's domestic and imported car sales declined for the second consecutive month, with November figures registering a 1.19 percent decrease compared with a year ago. Truck sales, however, posted a 5.75 percent increase.

During November, 119,973 domestic and imported vehicles were sold: 56,982 domestic cars; 23,861 imported cars; 33,588 domestic trucks; and 5,542 imported trucks.

Total vehicle sales on a year-to-year comparison found 1988 still leading 1987 by a slender 0.97 percent — 1,455,550 vs. 1,426,158.

Car sales had slipped 6.83 percent in October. But as in October, November's downward trend in car sales was paced by imports, which dropped 19.31 percent, compared with November 1987. Imports were down 9.18 percent for the January-November period.

North American-built cars, however, were up 9.07 percent in November, led by Ford's booming 36.94 percent jump. Ford of Canada's car sales, spurred by $500 ($400 U.S.) rebates on Ford Tempo/Mercury Topaz and specially priced option packages, were the highest since 1975. For the January-November period, the company was 10.12 percent ahead of last year's sales.

Sales of Chrysler's North American-built cars were up 19.02 percent over November 1987 and up 1.16 percent for the 11-month period.

General Motors' sales of its North American-built cars were down 10.81 percent for the month and 1.78 percent for the year.

Import sales were generally down. Among the major importers, Volkswagen dropped 35.86 percent in November and 16.40 percent year-to-date, while Hyundai slipped 35.72 for the month and 39.36 percent year-to-date.

Also posting decreases were Nissan, with a 19.88 percent decline for the month and 15.87 percent year to date; and Mazda, down 14.37 percent for the month. Mazda, however, was up 4.08 percent for the year.

GM's import sales dropped 2.97 percent in November but sales were up 14.29 for the 11-month period.

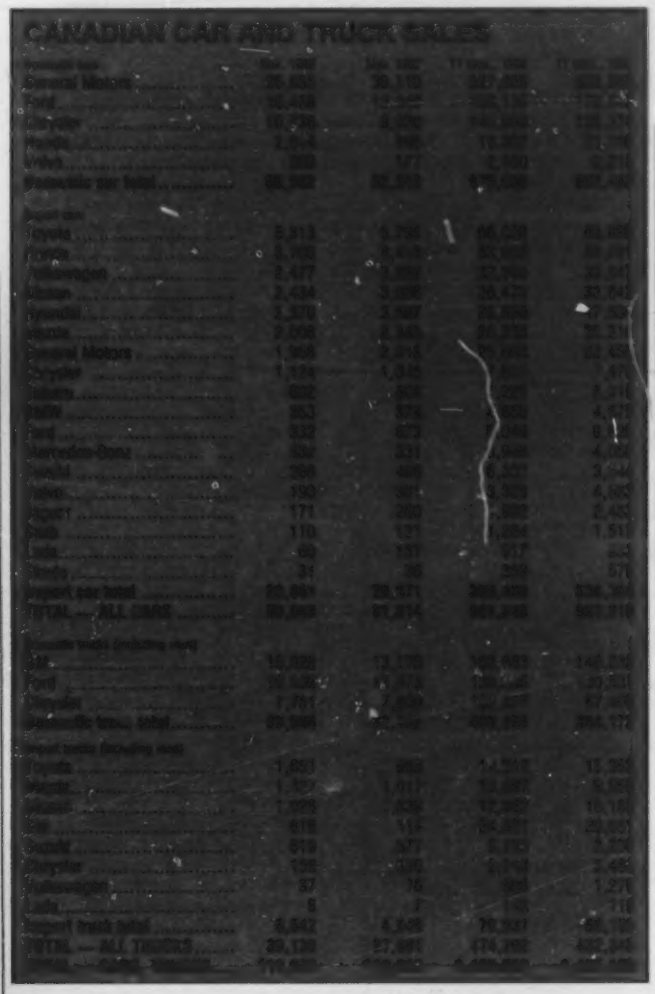
Honda's 16.91 percent decline in import sales during November was the result of its gradual shift to Canadian-built Civics as its Alliston, Ontario, plant builds up production. A 191.74 percent increase in domestically built Hondas pushed total Honda car sales up 18.04 percent for the month. Year-to-date sales were 3.24 percent ahead of last year's.

While total car sales were down, truck sales were the bright spot in November's figures, and gave importers something to cheer about.

A giant 67.96 percent monthly gain by Toyota and a substantial 30.48 percent increase by Mazda more than offset a 32.28 percent loss by Nissan to push overall imported truck sales 21.83 percent ahead of November 1987. Total year-to-year imported truck sales were up 4.06 percent.

Domestic trucks also moved ahead, although not to the same degree as the imports. GM's 14.11 percent November increase overcame a 5.79 percent loss by Ford and a 0.74 drop by Chrysler to pull monthly domestic sales up 3.50 percent. Year-to-date sales were up a healthy 10.73 percent.

Total November domestic and imported truck sales were up 5.75 percent over a year ago, from 37,001 to 39,130, and year-to-date sales were ahead 9.68 percent, up from 432,342 to 474,202.



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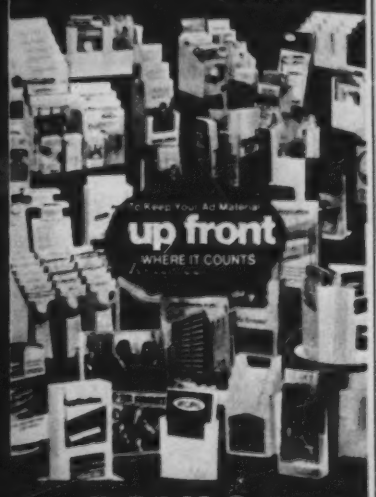

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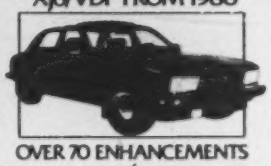

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Small rental firms battle surcharge at L.A. airport

By Francis J. Gawronski
AUTOMOTIVE NEWS STAFF REPORTER

LOS ANGELES — Small car-rental firms contend a proposed surcharge by Los Angeles International Airport will drive small firms out of business and raise rental prices for travelers.

Officials of 24 car-rental companies located near the airport have banded together to protest the plan by the Board of Airport Commissioners to charge firms up to 10 percent of their gross annual revenue to help pay for upkeep of airport property.

The small rental companies called the proposed fees, which also would be applied to the Ontario, Calif., airport, discriminatory and warned that they will drive up prices.

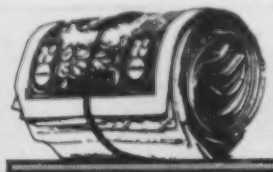
"We (the smaller companies) offer customers a choice of inconvenience but lower rates," said Ted Anderson of Thrifty Car Rental. "Without us to keep them at a reasonable level, car rental rates will skyrocket."

Anderson said smaller off-airport rental firms are able to charge up to 30 percent less than the larger companies. If the surcharge goes into effect, prices would have to go up as much as 35 percent, wiping out the advantage, he said.

Anderson said the 24 off-airport firms account for less than 10 percent of the total car rental business at Los Angeles International. He claimed that the income of the five major on-premise rental companies increased up to 74 percent last year.

An airport spokesperson said the five on-site companies already pay 10 percent of their gross annual revenue, which brought in $18 million last year.

Off-airport rental firms counter that those fees allow the majors free passage of their shuttle buses as well as desk space in terminal areas. Off-airport companies have to pay 35 to 75 cents per trip to drive on airport property, and have no counter space.



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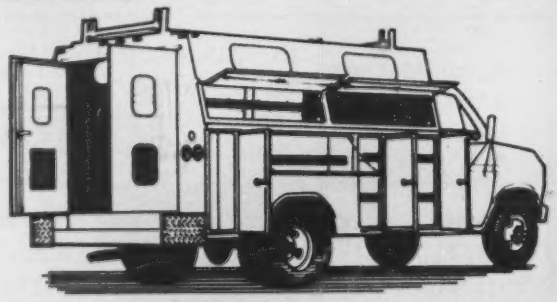

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AUCTION DATES

Chrysler Motors

Jan. 24 — Dallas Auto Auction, Grand Prairie, Texas; Hatfield Auto Auction, Hatfield, Pa.; Southern Auto Auction, Warehouse Point, Conn.; Clanton's Auto Auction, Darlington, S.C.; Denver Auto Auction, Aurora, Colo.; South Seattle Auto Auction, Kent, Wash.; and Golden Gate Auto Auction, Fremont, Calif.

Jan. 25 — Minneapolis Auto Auction, Plymouth, Minn., and Columbus Fair Auto Auction, Obetz, Ohio

Ford Motor Co.

Jan. 24 — South Seattle Auto Auction, Kent, Wash.

Jan. 25 — Albuquerque Auto Auction, Albuquerque, N.M.; Atlanta Auto Auction, Red Oak, Ga.; Clanton's Auto Auction, Darlington, S.C.; Lakeland Auto Auction, Lakeland, Fla.; Southern California Auto Auction, Fontana, Calif.; and Newburgh Auto Auction Inc., Newburgh, N.Y.

General Motors

Jan. 24 — A.D.E. of Birmingham, Moody, Ala.; Harrisonburg Auto Auction, Harrisonburg, Va.; and Florida Auto Auction of Orlando, Ocoee, Fla.

Jan. 25 — Indianapolis Auto Auction, Indianapolis; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Minneapolis Northstar Auto Auction, Shakopee, Minn.; and Golden Gate Auto Auction, Fremont, Calif.

Used Car Sales
Auction Averages

January 89	$5,416
Month ago	$5,824
Year ago	$4,483

Model Breakdown
Auction Averages

	JAN. 1989	DEC. 1988	NOV. 1988
1989 ...	$12,725	—	—
1988 ...	$8,438	$9,894	$9,514
1987 ...	$6,809	$7,686	$7,390
1986 ...	$5,719	$4,874	$5,997
1985 ...	$4,915	$4,747	$5,077
1984 ...	$3,594	$3,723	$3,721
1983 ...	$2,687	$2,776	$2,948
1982 ...	$2,277	$2,343	$2,228
Overall Average	$5,416	$5,824	$5,294

Car output for year tops '88 by 18%

By Kathy Boyer
AUTOMOTIVE NEWS STAFF REPORTER

Last week's targeted domestic output of 154,142 cars increased 5.30 percent over the previous week's 146,380 and jumped 20.64 percent over the year-ago week's 127,768. The year-ago week's build was affected by downtime at several plants for inventory adjustment.

So far this year, 412,332 cars have been assembled, 18.59 percent more than the 347,691 completed last year at this point.

Companies split last week's estimated output as follows: General Motors, 48.10 percent; Ford Motor Co., 28.49 percent; Chrysler Motors, 10.96 percent; Honda of America Manufacturing, 4.93 percent; Mazda Motor Manufacturing (U.S.A.) Corp., 3.13 percent; New United Motor Manufacturing Inc., 2.53 percent; Nissan Motor Manufacturing Co. U.S.A., 1.52 percent; and Diamond-Star Motors, 0.34 percent.

Truckmakers scheduled 92,818 units last week, 6.77 percent more than the prior week's 86,932 and 9.87 percent above the year-ago week's 84,478.

Year-to-date, 248,368 trucks have been assembled, an increase of 1.62 percent over the 244,404 built last year at this time.

GM's increased Corvette output at its Bowling Green, Ky., facility from 11 cars per hour to 13 cars per hour. The increase has brought 57 employees back to work.

GM's Pontiac Central truck plant in Pontiac, Mich., was idle last week for inventory adjustment, affecting 2,400 workers. The plant was expected to resume production today.

Chrysler added a second shift to its Newark, Del., plant today, increasing output of its new Dodge Spirit and Plymouth Acclaim models from 481 per day to 962 per day. A total of 1,500 employees were called back to work.

GM scheduled overtime last Saturday at its Flint, Mich.; Pontiac, Mich.; and Fort Wayne, Ind., plants.

Overtime was slated last Saturday at Ford's Lorain, Ohio, Wixom, Mich.; and Wayne, Mich., plants.

All Ford plants are scheduled for daily overtime this week.

Trucks retain lead in Canada

Canadian truck production continued to top auto output as the truckmakers scheduled 21,382 units last week.

Last week's targeted build was 11.33 percent more than the prior week's 19,206 and 10.92 percent above the year-ago week's 19,277.

Year-to-date, 57,016 units have been assembled, 6.34 percent more than the 53,615 completed last year at this point.

Auto output was scheduled at 19,813 units last week, 5.02 percent more than the previous week's 18,866 and 1.89 percent above the year year-ago week's 19,445.

So far this year, 51,268 cars have been built, 22.02 percent below the 65,744 assembled last year at this time.

U.S. CAR	Week Ended Jan. 21, 1989	Week Ended Jan. 28, 1988	Week Ended Jan. 14, 1989	Jan. 1 to Date	Jan. 1 to Jan. 21, 1988	Jan. 1 to Jan. 28, 1988
Horizon	0	1,705	0	0	0	4,591
Sundance	2,300	2,058	2,355	6,916	6,916	6,017
Reliant	0	1,842	0	0	0	2,689
Acclaim	1,200	0	1,302	3,416	3,416	0
Caravelle	0	437	0	0	0	886
Gran Fury	0	114	0	0	0	643
Total Plymouth	3,500	3,156	3,657	10,332	10,332	14,822
LeBaron K	0	316	0	0	0	250
LeBaron J	2,200	0	2,259	6,543	6,543	0
LeBaron GTS	200	169	244	682	682	458
N. Yorker C-Class	2,209	1,871	2,212	6,648	6,648	4,159
Fifth Avenue	0	1,321	0	0	0	3,844
Total Chrysler	4,600	3,677	4,715	13,854	13,854	8,711
Omni	0	1,636	0	0	0	4,460
Daytona	2,200	0	2,301	6,600	6,600	0
Shadow	2,300	2,359	2,181	6,637	6,637	6,174
Aries	0	1,626	0	0	0	2,354
Dodge 600	0	460	0	0	0	562
Dynasty	2,900	2,027	2,765	8,574	8,574	4,696
Lancer	200	254	182	575	575	695
Spirit	1,200	0	1,320	3,628	3,628	0
Diplomat	0	418	0	0	0	923
Total Dodge	8,800	7,780	8,769	28,112	28,112	20,074
CHRYSLER MOTORS	16,900	14,113	17,141	50,298	50,298	43,607
Escort	8,939	7,980	9,186	24,925	24,925	26,926
Mustang	4,516	4,638	4,447	11,923	11,923	13,824
Tempo	4,039	4,650	4,040	11,156	11,156	13,146
Taurus	8,558	8,394	8,609	23,735	23,735	23,761
Thunderbird	4,571	3,360	3,083	10,000	10,000	9,126
Total Ford Div.	30,723	30,692	29,344	81,739	81,739	86,585
Topaz	1,473	1,748	1,480	4,105	4,105	4,920
Cougar	3,312	2,410	3,085	8,664	8,664	8,181
Sable	2,974	2,143	2,954	8,254	8,254	6,007
Total Mercury	7,759	6,301	7,530	21,023	21,023	19,108
Continental	1,812	857	1,558	4,827	4,827	2,231
Mark VII	907	518	781	2,409	2,409	1,532
Lincoln	2,717	3,463	2,349	7,239	7,239	9,859
Total Lincoln	5,436	4,848	4,686	14,475	14,475	13,522
Total L-A Division	13,195	11,149	12,226	35,498	35,498	32,630
FORD MOTOR CO.	43,918	41,841	41,570	117,237	117,237	119,215
Skyhawk	324	1,017	336	1,536	1,536	2,022
Skylark/Somerset	838	655	287	1,127	1,127	2,407
Century	3,365	0	3,451	9,411	9,411	2,871
Riviera	630	0	623	1,728	1,728	0
Electra	1,999	1,283	1,197	4,804	4,804	4,686
LeSabre (fwd)	0	2,373	0	0	0	7,112
LeSabre (rwd)	136	136	214	526	526	289
Reatta	280	59	269	769	769	140
Total Buick	7,572	5,525	6,379	19,901	19,901	19,596
Cimmaron	0	290	0	0	0	862
Eldorado	741	0	751	2,031	2,031	0
Seville	562	0	562	1,535	1,535	0
Brougham (rwd)	1,235	0	1,077	3,165	3,165	0
Deville (fwd)	4,520	4,034	4,121	11,567	11,567	10,770
Allante	75	0	75	210	210	0
Total Cadillac	7,133	4,324	6,586	18,508	18,508	11,632
Cavalier	8,613	6,854	9,220	24,897	24,897	20,370
Camaro	2,550	1,909	2,465	7,062	7,062	1,935
Celebrity	4,590	0	4,520	12,716	12,716	6,535
Corsica/Beretta	9,100	7,510	9,002	24,449	24,449	15,696
Caprice	3,315	5,333	3,484	9,558	9,558	12,841
Corvette	520	451	450	1,330	1,330	1,148
Total Chevrolet	28,688	21,857	29,161	80,012	80,012	58,524
Calais	1,448	1,783	479	1,927	1,927	6,564
Firenza	0	502	0	0	0	1,055
Cutlass Ciera	1,665	0	1,576	4,686	4,686	0
Cutlass Supreme	3,565	2,183	3,646	7,211	7,211	3,891
Toronado	315	0	324	857	857	0
88 (fwd)	4,011	3,259	2,790	10,022	10,022	10,183
88 (rwd)	305	358	227	714	714	921
Olds 98	2,182	1,809	1,412	5,257	5,257	4,790
Total Oldsmobile	13,491	9,854	10,556	30,684	30,684	27,204
Sunbird	2,133	2,039	2,507	6,679	6,679	6,572
Grand Am	4,800	4,854	4,794	13,486	13,486	14,329
Firebird	1,625	1,958	1,574	4,459	4,459	2,145
Grand Prix	4,060	0	4,000	8,060	8,060	0
Pontiac 6000	2,215	0	2,223	6,115	6,115	86
Bonneville	2,340	1,918	939	5,121	5,121	5,781
Safari/Parisienne	85	130	115	294	294	223
Fiero	0	0	0	0	0	0
Total Pontiac	17,258	10,892	16,152	44,214	44,214	29,136
GENERAL MOTORS	74,142	52,452	66,834	193,319	193,319	146,086
DIAMOND STAR	520	0	644	1,536	1,536	0
HONDA	7,600	7,423	7,482	20,738	20,738	20,970
Civic	2,534	1,864	2,420	6,925	6,925	4,900
Accord	5,066	5,559	5,062	13,813	13,813	16,070
MAZDA†	4,922	899	4,905	13,210	13,210	2,160
NISSAN	2,340	1,339	2,737	6,673	6,673	4,015
NUMMI	3,900	3,175	3,067	9,321	9,321	9,826
Corolla	1,800	175	1,473	4,624	4,624	3,542
Nova	2,100	2,000	1,594	4,697	4,697	6,084
VOLKSWAGEN	0	2,000	0	0	0	2,000
Golf/GTI	0	1,536	0	0	0	1,500
Jetta	0	500	0	0	0	500
Total Cars, U.S.	154,142	127,768	146,380	412,332	412,332	347,691
Total Cars, Canada	19,813	19,445	18,866	51,268	51,268	65,744
U.S., Canada Cars	173,955	147,213	165,246	463,600	463,600	413,435
U.S., Canada Cars and Trucks	268,155	250,998	271,394	769,964	769,964	711,454

Monthly estimates may contain error of one or two units due to rounding.
†—Total includes the MX-6 and Ford Probe.

CANADIAN CAR	Week Ended Jan. 21, 1989	Week Ended Jan. 28, 1988	Week Ended Jan. 14, 1989	Jan. 1 to Date	Jan. 1 to Jan. 21, 1988	Jan. 1 to Jan. 28, 1988
Premier	1,275	1,572	1,297	2,572	2,572	4,664
CHRYSLER MOTORS	1,275	1,572	1,297	2,572	2,572	4,664
Tempo	4,037	4,122	4,537	11,457	11,457	13,050
Topaz	1,723	1,466	1,198	3,938	3,938	4,713
Crown Victoria	2,890	2,849	2,947	7,930	7,930	6,662
Grand Marquis	2,881	2,673	2,881	7,802	7,802	5,116
FORD MOTOR CO.	11,530	11,140	11,573	31,127	31,127	34,541
Celebrity	196	4	198	567	567	1,186
Cutlass Ciera	3,720	1,594	3,760	10,765	10,765	10,140
Lumina	129	0	91	200	200	0
Pontiac 6000	0	1,254	0	0	0	3,594
Regal	1,143	3,096	233	1,376	1,376	9,625
GENERAL MOTORS	5,196	5,940	4,282	12,908	12,908	24,544
Civic	1,660	0	1,584	4,176	4,176	0
Accord	0	0	0	0	0	0
HONDA	1,660	666	1,584	4,176	4,176	1,668
VOLVO	180	98	180	486	486	312
Total Cars, Canada	19,813	19,445	18,866	51,268	51,268	65,744

U.S. TRUCK☆	Week Ended Jan. 21, 1989	Week Ended Jan. 28, 1988	Week Ended Jan. 14, 1989	Jan. 1 to Date	Jan. 1 to Jan. 21, 1988	Jan. 1 to Jan. 28, 1988
Caravan	2,000	2,035	2,444	6,560	6,560	5,282
Dakota	2,200	3,162	2,139	5,784	5,784	9,280
Mini-Ram Van	150	317	206	541	541	827
Pickups	2,200	1,585	2,141	5,784	5,784	4,827
Total Dodge	6,550	7,099	6,931	18,669	18,669	19,996
Cherokee	3,900	3,166	3,732	10,069	10,069	10,606
Commanche	600	882	636	1,717	1,717	2,805
Grand Wagoneer	300	350	350	915	915	644
Wagoneer	150	0	193	464	464	911
Total Jeep	4,950	227	4,911	13,165	13,165	14,966
Voyager	1,900	4,635	2,286	6,207	6,207	4,843
Total Plymouth	1,900	1,872	2,286	6,207	6,207	4,843
CHRYSLER MOTORS	13,400	1,872	14,128	38,041	38,041	39,805
Aerostar	5,000	13,806	4,958	13,725	13,725	13,396
Bronco	2,143	5,113	1,878	5,666	5,666	3,806
Bronco II	2,893	1,260	2,761	7,583	7,583	9,601
Econoline	5,228	3,102	5,217	14,308	14,308	14,934
Heavy trucks	1,312	5,184	1,294	3,654	3,654	3,966
Light trucks	11,736	1,314	11,808	31,778	31,778	28,299
Ranger	7,382	9,615	7,441	19,618	19,618	21,364
Total Ford Div.	35,704	6,918	35,354	96,332	96,332	95,372
FORD MOTOR CO.	35,704	32,466	35,354	96,332	96,332	95,372
Astro	3,464	32,466	3,566	9,566	9,566	10,409
Blazer	630	3,565	539	1,694	1,694	1,631
Medium/Heavies	0	442	0	0	0	1,369
P-Model	693	325	0	693	693	2,936
Pickups	10,102	986	5,027	24,954	24,954	17,807
S-10	5,960	5,900	7,070	18,762	16,762	14,999
S-10 Blazer	3,474	5,166	4,246	10,636	10,636	6,064
SportsvanVan	1,829	3,320	1,331	3,290	3,290	4,239
Suburban	1,762	1,277	1,514	4,478	4,478	3,933
Total Chevrolet	27,923	22,256	25,293	72,093	72,093	63,427
Jimmy	169	245	160	474	474	490
Medium/Heavies	0	1,007	0	0	0	2,283
P-Model	297	51	0	297	297	214
Pickups	3,418	2,283	1,716	8,595	8,595	6,252
S-15	1,188	1,358	1,407	3,854	3,854	3,958
S-15 Jimmy	1,096	809	1,336	3,112	3,112	1,378
Safari	921	1,090	930	2,465	2,465	2,566
Suburban	709	792	571	2,111	2,111	2,510
Vandura/Rally Vans	909	983	444	1,057	1,057	2,737
Total GMC	8,401	8,398	6,563	21,965	21,965	22,421
GENERAL MOTORS	36,324	30,656	29,856	94,078	94,078	85,848
NAVISTAR	1,870	1,795	1,592	4,349	4,349	5,361
NISSAN	2,770	3,185	3,252	7,868	7,868	9,748
AM GENERAL	450	450	450	1,200	1,200	1,350
MISCELLANEOUS	2,300	2,300	2,300	6,440	6,440	6,900
Total Trucks, U.S.	92,818	84,478	86,932	248,368	248,368	244,404

CANADIAN TRUCK	Week Ended Jan. 21, 1989	Week Ended Jan. 28, 1988	Week Ended Jan. 14, 1989	Jan. 1 to Date	Jan. 1 to Jan. 21, 1988	Jan. 1 to Jan. 28, 1988
Caravan	3,262	3,165	3,230	9,235	9,235	8,865
Mini-Ram Van	210	220	206	586	586	666
Ram Wagon	690	541	677	1,926	1,926	1,166
Ram Van	1,660	1,304	1,763	4,836	4,836	2,673
Total Dodge	5,842	5,320	5,876	16,585	16,585	13,372
Voyager	2,652	2,967	2,718	7,556	7,558	8,243
Total Plymouth	2,652	2,967	2,718	7,558	7,558	8,243
Wrangler	1,304	954	968	2,952	2,952	2,522
Total Jeep	1,304	954	968	2,952	2,952	2,522
CHRYSLER MOTORS	9,798	9,241	9,562	27,095	27,095	24,137
FORD MTR. (lt. trks.)	3,648	3,692	3,506	9,871	9,871	10,586
Light trucks	3,829	3,206	2,834	9,420	9,420	8,954
Vans	1,523	1,183	1,482	4,137	4,137	3,842
Total Chevrolet	5,352	4,391	4,316	13,557	13,557	12,596
Light trucks	1,692	1,133	1,016	4,040	4,040	3,935
Vans	622	604	534	1,698	1,698	1,685
Total GMC	2,314	1,737	1,550	5,738	5,738	5,620
GENERAL MOTORS	7,666	6,128	5,866	19,295	19,295	18,216
NAVISTAR	270	226	272	756	756	676
Total Trks., Canada	21,382	19,277	19,206	57,016	57,016	53,615
N. American Trks.	114,200	103,755	106,138	305,384	305,384	298,019

—Includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.